



### At the end of the day...

Back at the depot, the system also speeds settlement. It produces a final sales report itemizing the entire day's activities on a single slip of paper. The salesman merely compares his cash, checks and charges against the system's totals. If they match, he's done for the day.

Instead of spending an hour in the settlement room, he's through in 10 to 15 minutes. And he leaves knowing everything is accurate to the penny.

That means salesmen have fewer cash shortages, a larger paycheck and improved job satisfaction. Once they try it, they'll never want to go back to the old way of working.

### Aids management, too.

The line-item details collected by the Route-commander system can be processed at night by personal computers at your depots. Or, it can be sent directly to your company's home office or regional computers.

Daily summary reports give supervisors greater control over route productivity and inventory. The same data can be used to generate sophisticated management reports. That information can aid marketing efforts and help plan production more efficiently.

It's essential to running a "market driven" company. It lets you provide the right product to the right customer at the right time... the secret of success.

Since data is telecommunicated directly, costly keypunching and errors are eliminated. And statements can be mailed sooner to speed up cash flow.

### "Electronic mail" brings your organization together.

Has this ever happened to you? Your merchandisers negotiate a promotion with a chain customer. When the promotion is scheduled to start, route salesmen fail to set up a special display and leave extra product.



Perhaps they were never notified... or perhaps they simply forgot. Either way, it doesn't reflect well on your company.

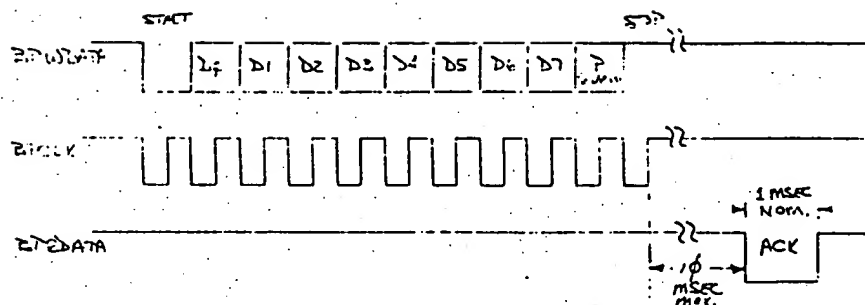
The Route-commander system assures communications via "electronic mail." Messages and instructions can be transmitted from headquarters to supervisors at depots. Or, to salesmen on the route where they appear at appropriate stops.

No more missed sales. No more customer disappointment.

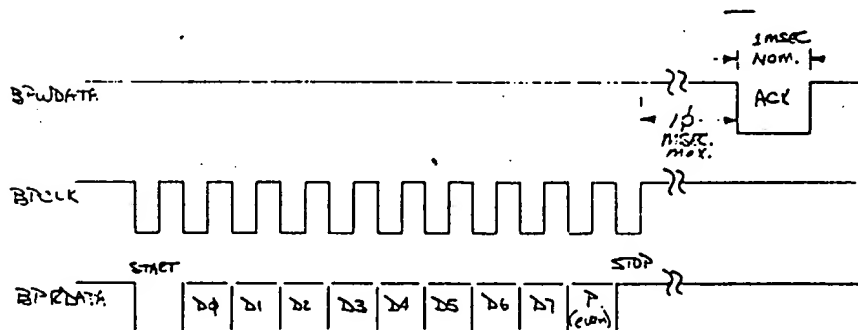


# APPENDIX B

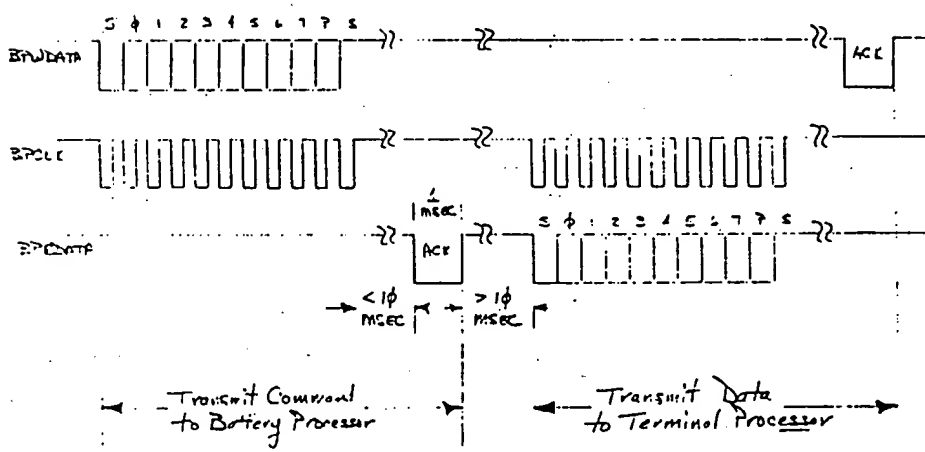
STEVEN E. KOENICK  
APPLICATION FOR PATENT "BATTERY  
CONDITIONING SYSTEM HAVING  
COMMUNICATION WITH BATTERY  
PARAMETER MEMORY MEANS IN  
CONJUNCTION WITH BATTERY  
CONDITIONING" ATTY. DOCKET 5717-Y



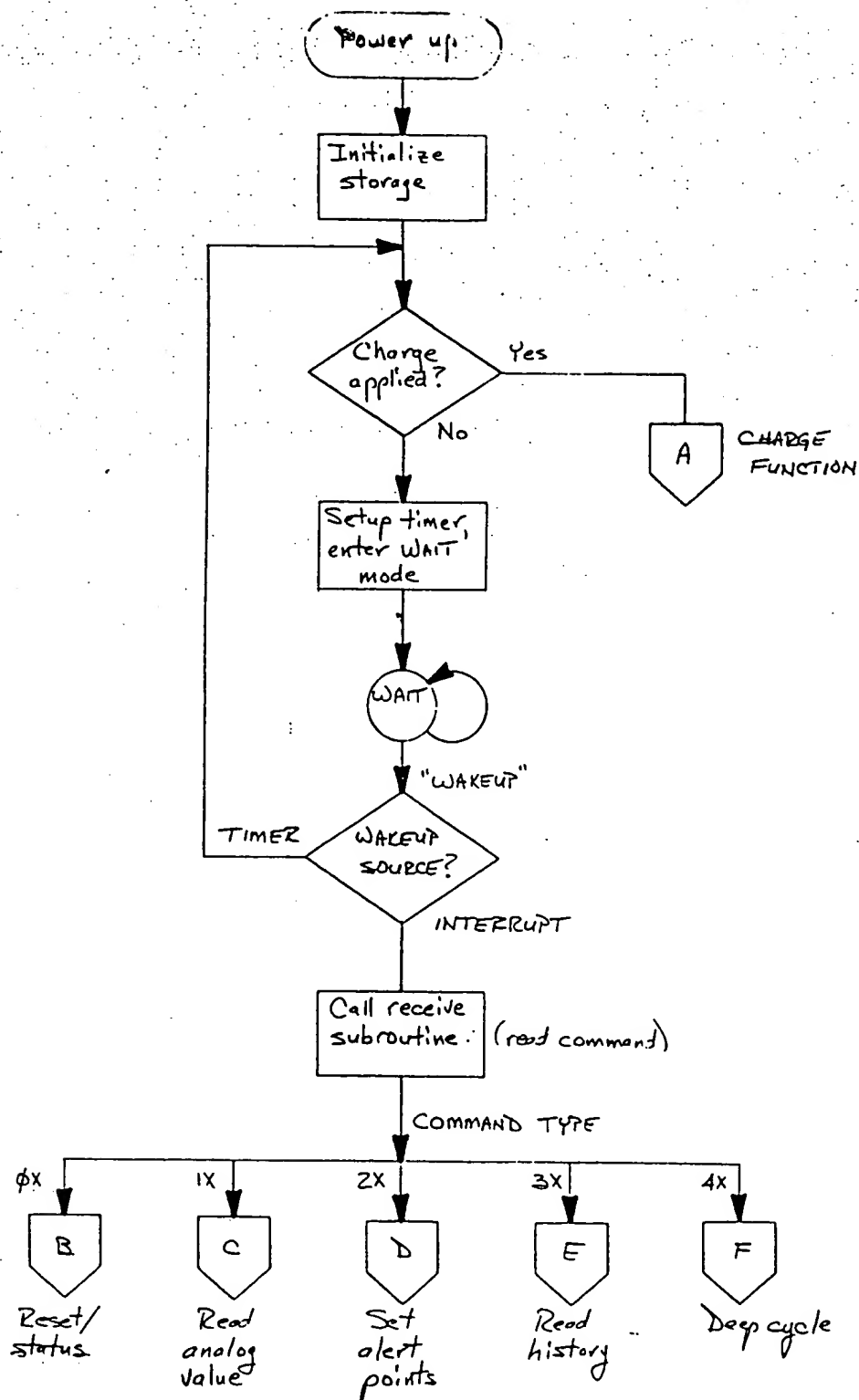
Terminal to Battery Processor Communication



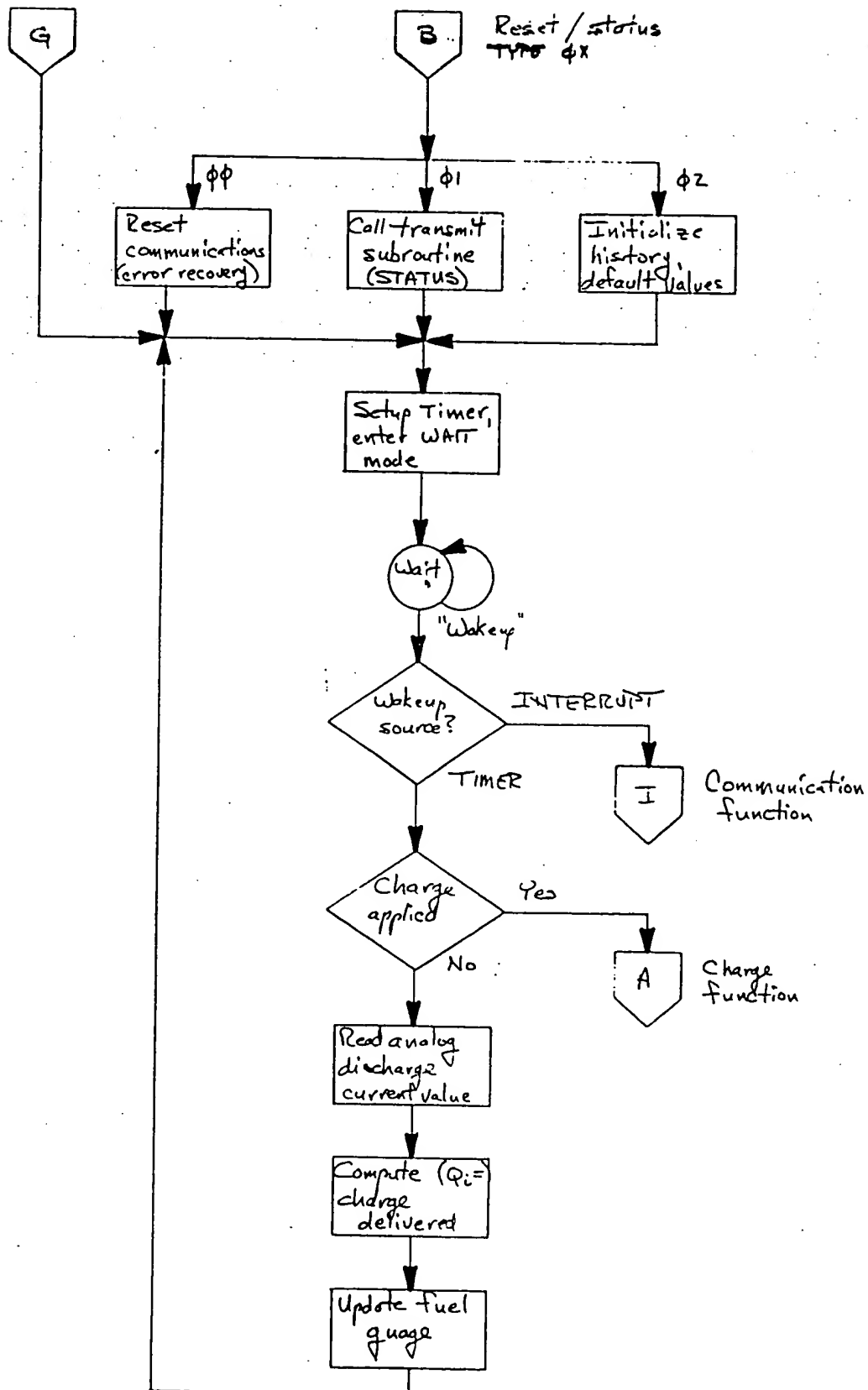
Battery Processor to Terminal Communication

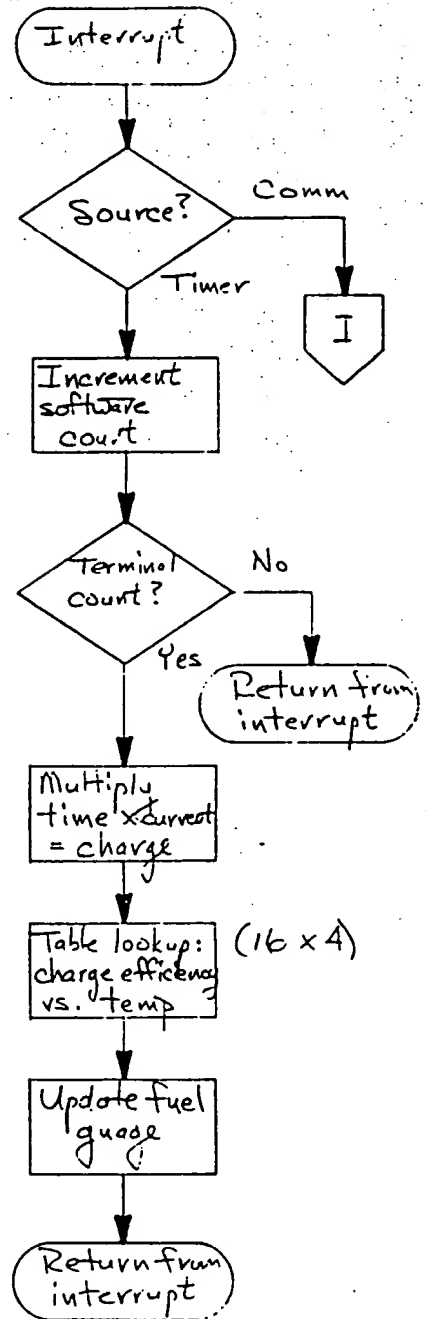
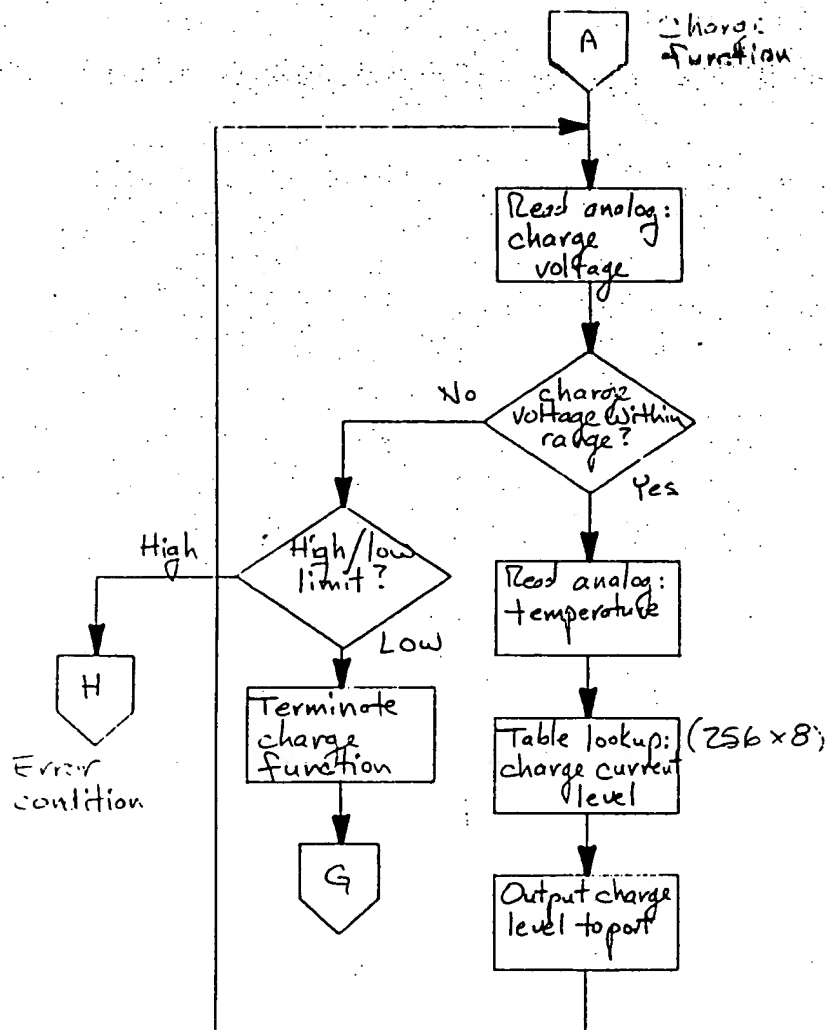


Command / Response Communication Protocol

[illegible]

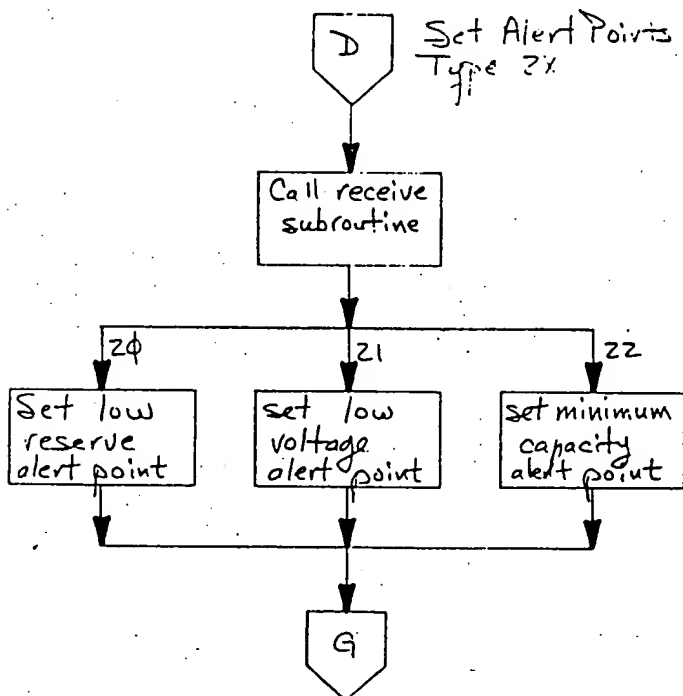
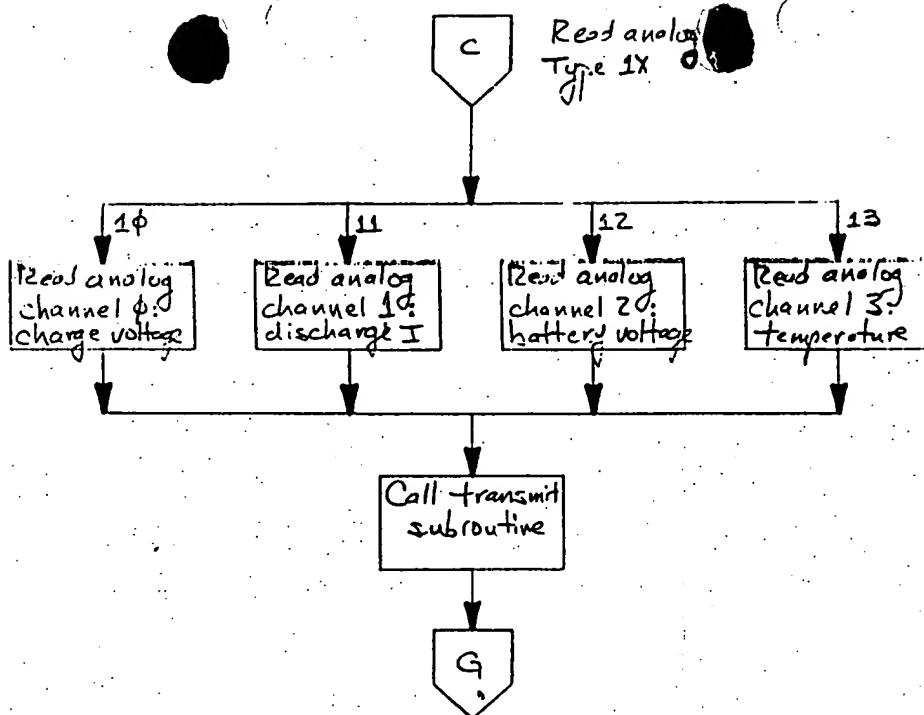
SECRET



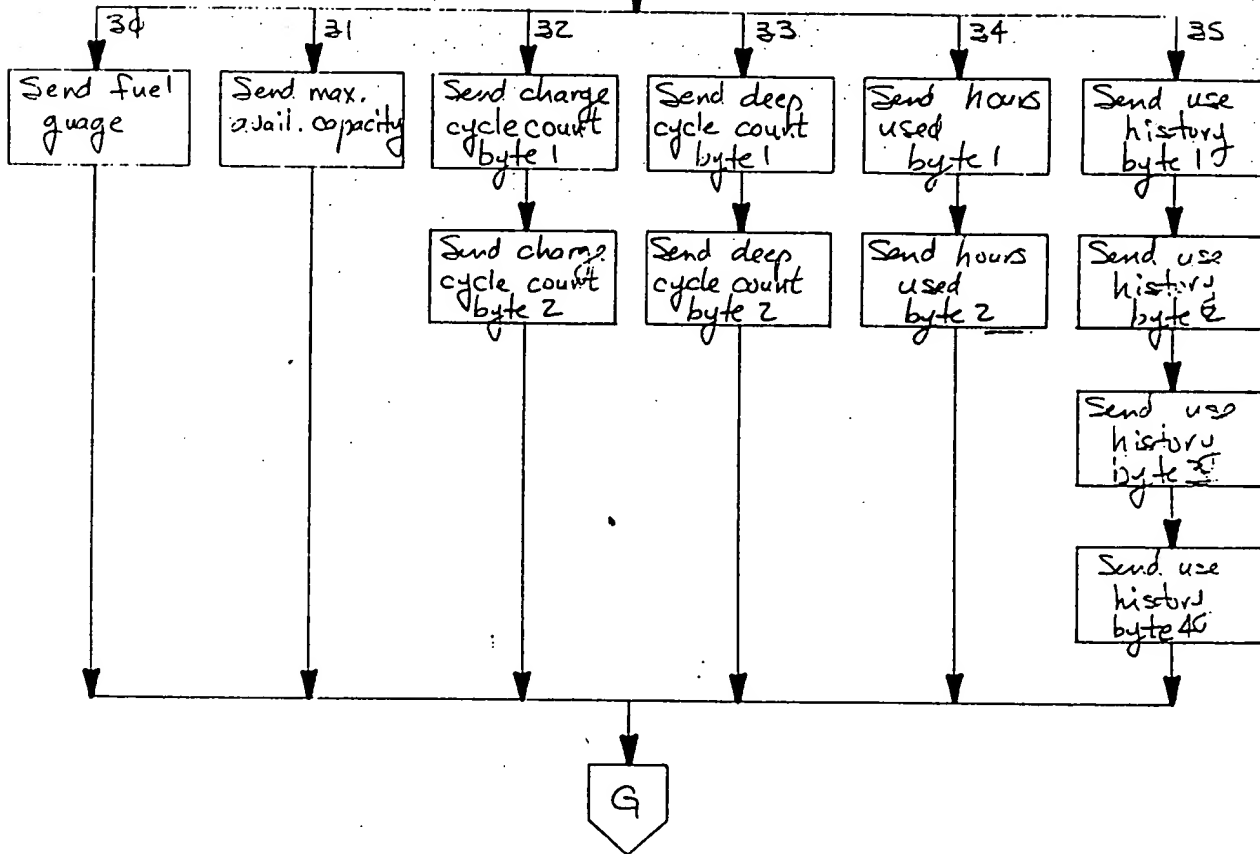


Note: Processor does not enter WAIT condition during charge.

SECRET



E Read history  
Type 3X

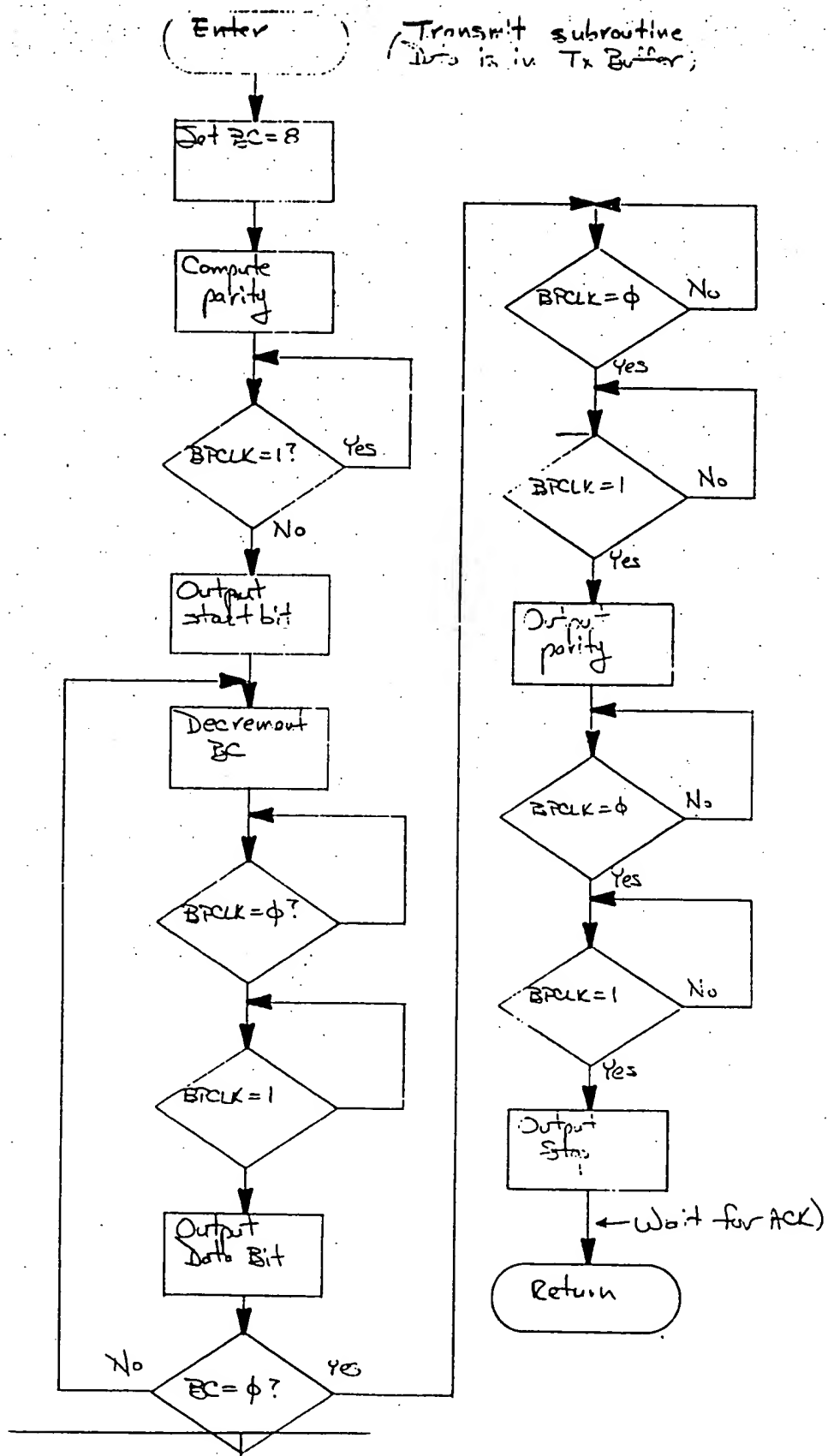








1. The first group of people who are interested in the study of the history of the United States are the people who are interested in the history of the United States.



### Charge level lookup table:

Input variables:

1. Temperature
2. Charge voltage
3. Fuel guage

1. Temperature: table increments of  $4^{\circ}\text{C} \times 16 \text{ steps} = 64^{\circ}\text{C}$ ,  $-14^{\circ}\text{C}$  to  $+50^{\circ}\text{C}$   
temperatures below  $-14^{\circ}\text{C}$  use  $-14^{\circ}\text{C}$  value  
temperatures above  $+50^{\circ}\text{C}$  use  $+50^{\circ}\text{C}$  value

2. Charge voltage: table increments of  $1.28 \text{ volts} \times 8 \text{ steps} = 10.24 \text{ Volts}$   
 $7.0 < V_{\text{CHG}} < 17.24 \text{ V.}$

voltages below 7 volts or above 17.24 volts will cause the charge level to be turned off and an error condition to be transmitted to the terminal processor

3. Fuel guage: 4 steps:

- 0-25%
- 25-50%
- 50-75%
- 75-100%

TABLE OUTPUT: 4 bits, binary weighted  
charge level =  $32 \text{ ma/step}$   
 $0 \leq I_{\text{CHG}} \leq 480 \text{ ma}$

TABLE SIZE:

$$16 \times 8 \times 2 = 256 \text{ Bytes}$$

①	②	③
Temp	Chg voltage	%C (4 nibbles)

**This Page is Inserted by IFW Indexing and Scanning  
Operations and is not part of the Official Record**

**BEST AVAILABLE IMAGES**

Defective images within this document are accurate representations of the original documents submitted by the applicant.

Defects in the images include but are not limited to the items checked:

- BLACK BORDERS
- IMAGE CUT OFF AT TOP, BOTTOM OR SIDES
- ✓ FADED TEXT OR DRAWING
- BLURRED OR ILLEGIBLE TEXT OR DRAWING
- SKEWED/SLANTED IMAGES
- COLOR OR BLACK AND WHITE PHOTOGRAPHS
- GRAY SCALE DOCUMENTS
- LINES OR MARKS ON ORIGINAL DOCUMENT
- REFERENCE (S) OR EXHIBIT (S) SUBMITTED ARE POOR QUALITY
- OTHER: \_\_\_\_\_

**IMAGES ARE BEST AVAILABLE COPY.**

As rescanning these documents will not correct the image problems checked, please do not report these problems to the IFW Image problem Mailbox.